

RAHUL M NAIR

CONTACT INFORMATION

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KEY COMPETENCIES

- Operations Management
- Business Development
- Customer Relationship Management
- Marketing and Advertising
- Budget Control
- Risk Assessment
- Strategic Planning
- Digital Marketing
- Team Facilitation

ACHIEVEMENTS & SKILLS

- Project Lead of an Event at Decathlon Sports India's first Project , Decathlon Sustainability.
- Have basic knowledge of Fire & Safety, First Aid (Course - 2019)
- Was top performer of the team.
- Lead the team to be Countries top performers in Decathlon Sports India (2019)
- Completed course on "Capacity Building Training on Life skills" - Kristu Jayanti college .
- Completed Training on Financial Literacy from ITC academy in collaboration with Reliance education.
- Languages Known - English, Hindi, Malayalam, Tamil & Kannada.
- Computer Skills - MS word, MS Power point , MS, Excel , Power point , Basic designing.

PERSONAL SUMMARY

"A Driven and result oriented young professional with experience in all aspects of a business, from operations to marketing. I also excel at optimizing processes"

WORK HISTORY

PROMOTER

Kingfisher | April 2015

- Coordinating and implementing assigned business projects based on client requirements
- Launch the product to stores and increase the reach of sales and its operations.

MANPOWER MANAGEMENT

Mantri Supermom Event | March 2016

- Managed relationships with third-party vendors and contracts
- Created and customize operational processes for clients, developed thorough project plans

SALES MANAGER & CUSTOMER REATIONSHIP MANAGEMENT LEAD.

DECATHLON SPORTS INDIA| April 2016 - March 2020

- Handle and Manage team to provide high quality Customer Service.
- Manage CRM operations- All Round (From Roster planning , Resource management etc.
- Responsible for Sales, inventory, stocks etc. of a Department and its revenue growth.
- Make daily reports and closely monitor and analyze teams performance.
- Identify the flaws in the system and team performance and take adequate actions & trainings.
- Manage and excel in Team & Customer Happiness.
- Manager of online retail of a store and its digital operations.
- Vendor management and its operations.
- Sustainability Leader for Decathlon Whitefield. (6 months)

OPERATIONS MANAGER

FOSTPRO | September 2020 - Present

- Manage internal & external Operations and its cost.
- Prepare Financial Reports and its Forecasts for future expansion & growth.
- Involved in Business planning & Business Development of the company.
- Coordinate between the Directors and the company.
- Manage and excel in Team & Customer Happiness.
- Monitor and record daily transactions of business.

SCHOOLS & COLLEGES ATTENDED

• Jubilee High School

State Board | Completed - 2015

• Indiranagar Comp PU College

State Board | Completed 2015 - 2017

• Kristu Jayanti College Autonomous (Affiliated to Bangalore University)

Bachelor of Commerce | Completed 2017 - 2020